

# Reasons Why Proposals Are Declined

## Research and Matching Phase

- Applicant's objectives do not match the donor's objectives.
- Financial request is not within the donor's funding range.
- Applicant does not follow donor guidelines.
- Donor prospect already allocates too much funding to the specific area.

## Proposal and Preparation Phase

- The proposal is poorly organized, difficult to understand.
- The need has not been documented properly.
- The need does not seem significant to the donor.
- The proposed project will be a duplication of community services.
- There is insufficient evidence that the project can sustain itself in the future.
- Evaluation procedures are inadequate.

## Support Material

- There is insufficient support material to give credibility (IRS letter, board list, audit, financials).

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